

Ventura County Coastal

A woman with long dark hair and glasses, wearing a light pink button-down shirt and a grey skirt, stands in a modern office with large windows. She is gesturing with her hands as if presenting. In the foreground, the back of a man's head and shoulders are visible as he sits at a desk. To the left, another person is partially visible, also seated. The office has a clean, professional look with white desks and modern furniture.

Official Publication of the Ventura County Coastal Association of REALTORS®

July 2018

LEADERSHIP ACADEMY HAILED AS GREAT SUCCESS

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UPCOMING Meetings/Events

JULY 24 Board of Directors Meeting Boardroom 9:00 AM	AUGUST 17 Mortgage Loan Origination Class Training Room 8:30 AM
Biennial Code of Ethics Training Training Room 1:00 PM	AUGUST 20 Professional Development Committee Boardroom 1:00 PM
JULY 26 New Member Orientation Training Room 9:00 AM	AUGUST 21 YPN Committee Meeting Boardroom 10:00 AM
Social Media Strategies with Katie Lance Levity Live 2:30 PM	Flexmls Subscriptions & Portals Training Room 1:30 PM
AUGUST 1 LCRC Committee Meeting Boardroom 2:00 PM	Flexmls Apps Training Room 2:30 PM
AUGUST 9 LGR COMMITTEE MEETING Boardroom 3:00 PM	Flexmls Customizations Training Room 3:30 PM
AUGUST 10 Finance Committee Meeting Boardroom 10:00 AM	AUGUST 23 New Member Orientation Training Room 9:00 AM
AUGUST 13 Affiliate Committee Meeting Boardroom 10:00 AM	Chili Cook-Off Aliso Escrow 4:30 PM
VCRDS Committee Meeting Boardroom 1:00 PM	AUGUST 28 Board of Directors Meeting Boardroom 9:00 AM
AUGUST 14 Biennial Code of Ethics Training Training Room 9:00 AM	Biennial Code of Ethics Training Training Room 1:00 PM
MLS Committee Meeting Boardroom 1:00 PM	AUGUST 31 MLS Rules and Regulations Training Room 10:00 AM
AUGUST 16 REFAT Meeting Training Room 10:00 AM	
Leadership Development Committee Boardroom 1:00 PM	
LGR Public Officials Event Training Room 5:00 PM	

Matt Capritto
2018 VCCAR President



Matt Capritto

Your Association Is Working Hard for Our Members

The year is now officially half over, which I thought would be a good time to highlight some of the things your Association's volunteers and staff have been doing on your behalf during the first six months of the year.

One of our major accomplishments was the successful launch of the inaugural Leadership Academy, designed to give participating members improved leadership skills and to build the bench for VCCAR leadership in the years to come. Eight members completed the nine-week course, and you can find out more about what they learned and their thoughts about the program in our cover story on [Page 10](#).

We have undertaken several other initiatives to benefit our members as well, including working to get all members through the required NAR Biennial Code of Ethics Training and providing scholarships for two members to attend this month's Inman Connect event in San Francisco.

The YPN Committee has also refocused its efforts this year on its Professional Development Series, which combines continuing education and networking into each event. Last month, for example, the series gave members the chance to hear from experts in marketing trends and tax laws, and this month a panel of members gave insights into what has made them successful.

The Affiliate Committee also provide great programming, including their next session on July 26, at which social media expert Katie Lance will provide tips and tricks on how REALTORS® can use Twitter, Facebook, and other platforms to build their businesses.

As always, advocacy has been a top VCCAR priority this year. We have been working to support C.A.R.'s Property Tax Fairness Initiative and opposing state legislation that would deter property owners from returning to the rental housing market for 10 years and to discourage new rental housing investment. We also will strongly oppose a measure on the November ballot that would repeal the Costa-Hawkins law that bans rent control on new apartments and single-family homes.

Closer to home, we're also been working closely with the city of Oxnard to revise its proposed Safe Homes Safe Families housing inspection program from a rental inspection program to a repeat offender program that would also offer tenant relocation assistance if needed. And we're working with the city of Ventura to minimize the impacts of its inclusionary housing in-lieu and linkage fee study on affordability. You can read more about these efforts on [Page 16](#).

And I was especially pleased that C.A.R. honored our call for action program at its spring meetings in Sacramento with its Outstanding Achievement in Grassroots Mobilization Award.

Finally, I'm deeply honored to be part of an Association that gives back so much to our community. This spring, our members and staff put together an innovative and comprehensive proposal with the Santa Barbara and Ojai AORs to obtain \$650,000 in funding from NAR and C.A.R. to help victims of the Thomas Fire and the Montecito Debris Flow. You can read more about this effort on [Page 14](#).

And going forward, besides the wide range of events planned for the second half of the year – including the Trade Fair, Chili Cook-Off, Vino for Vets & Homes, and our annual Installation event – we're working on a number of other initiatives.

One major one is completing our Strategic Plan for 2019-21, which we expect to finalize later this month. Our current Strategic Plan has been the roadmap for the changes in our governance and programs you've seen in the past couple of years, and I have no doubt that the new plan will lead to even bigger and better things in the next three years.

Thank you again for giving me the opportunity to serve as your president this year, and for surrounding me with an outstanding team of volunteer leaders and staff. It's been a fun, if hectic, first six months! 🌱

“I'm deeply honored to be part of an Association that gives back so much to our community.”

Comstock Wins Runoff for VCCAR President-Elect

Every election season, pundits tell us that every vote matters and that if you don't make it to the polls it might make a big difference.

Normally, of course, that's not really the case – most winning candidates and causes have comfortable margins of victory – but occasionally an election comes along where those warnings are spot-on.

A case in point was the race for VCCAR's President-Elect this year. During the balloting that ended on June 29, candidates Tim Comstock and Carolyn Triebold tied, requiring a runoff election that ended July 13 with the election of Comstock to the two-year term as President-Elect in 2019 and VCCAR President in 2020.

"We had a great slate of candidates this year, and the fact that Tim and Carolyn tied shows just what a tough decision it was," said 2018 President Matt Capritto. "Both are great REALTORS® and outstanding volunteer leaders, and it's a shame one of them had to lose.

This being 2018, Triebold quickly congratulated Comstock – an agent with Comstock & Calhoun – on Facebook, and he returned the kind words.



Tim Comstock



Carolyn Triebold



Shar Heard



Jim Keith



Bridget Goncalves



Rebeca Elliott

1 Share



Write a comment...



Carolyn Runkle Triebold Great group of leaders!! Congrats Tim Comstock!

Like · Reply · Message · 1d



Tim Comstock Thank you Carolyn. What a crazy election. You are a true professional and a quality individual.

Like · Reply · Message · 1d



Tim Comstock Thank you to everyone

Like · Reply · Message · 1d

The other candidates were unopposed. Sher Heard will be the Association's First Vice President next year, and Director Jim Keith was re-elected. New Directors will be Rebeca Elliott and Bridget Goncalves.

They will join next year's President, Jorge DeLeón, and returning Directors Armani Amezcua, Ashley Anderson, Teri

Davis, Ana Gil, Cami Pinsak, Sandra Seekins, and Kay Wilson-Bolton on the leadership team. The Treasurer is now an appointed position, and Juliet Esquibias has been named to serve in 2019. Later this year, the VCCAR board will appoint someone to replace Heard as a director for 2019. 🌴

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VCCU membership is open to anyone who lives, works or attends school in Ventura or Santa Barbara counties. All loans subject to credit approval and secured by lien on owner-occupied home. Certain restrictions apply. VCCU is an equal housing lender.



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Two Veteran REALTORS® Recognized for Service

Two members were recognized for their long and distinguished careers at the recent General Membership Meeting.

Lennie Vann, an agent with Century 21 Troop Real Estate in Port Hueneme, (left, with Matt Capritto), was presented with the C.A.R. Honorary Member for Life, given to active REALTORS® who are 75 or above and who have been a REALTOR® member of an AOR for 25 years or more. Vann's C.A.R. and VCCAR dues will be waived beginning next year and for the duration of her membership.



And Jim Keith, director of risk management for Berkshire Hathaway HomeServices California Realty in Thousand Oaks (right), was recognized for having earned his REALTOR® Emeritus status with NAR. The designation is given to members who have been NAR members for 40 years or more and have been active in

local, state, or national levels for at least a year.

Keith is continuing his many years of Association service as he was re-elected to VCCAR's Board of Directors last month and chairs C.A.R.'s Professional Standards Committee. His national dues will be waived beginning in 2019.

Government Affairs Director Earns Accreditation

VCCAR Government Affairs Director Marta Golding Brown recently earned NAR's REALTOR® association Certified Executive (RCE) designation – one of only 510 association executives nationwide and just 38 in California who currently hold the designation.

The RCE is the only professional designation designed specifically for REALTOR® association executives and exemplifies goal-oriented association executives with drive, experience and commitment to professional growth.

"Four nearly four years, Marta has been doing a great job for us as our Government Affairs Director, helping VCCAR and our members navigate the proposed laws and regulations that could affect our members and private property rights in general," said Matt Capritto, VCCAR's 2018 President. "Having now earned her RCE, I know she'll be an even more valuable part of our staff going forward."

Candidates must demonstrate knowledge of areas critical to REALTOR® association management, including association law, governance and issues related to member services. To retain the designation, RCEs must be recertified every four years.

Brown is the second VCCAR staff member to have earned the RCE, joining CEO Wyndi Austin. She earned a bachelor's degree from John F. Kennedy University in the Bay Area and a master's in public administration from California State University, Long Beach. She lives in Ventura with her husband, Forrest.



Mark Your Calendars for Upcoming Events

You won't want to miss two upcoming VCCAR events. On Thursday, July 26, Katie Lance, who specializes in helping REALTORS® take their social media to the next level, will share valuable information on keeping up with technology trends, telling your story online, and using social media for your business.

Topics covered will include honing your social media strategy, video marketing, how to master Instagram and Snapchat, telling your story online, and how to rock your Facebook marketing.

The event will be held from 2:30-5 p.m. at Levity Live in Oxnard. Tickets are \$20 each, and include networking, food

and drinks, vendor bingo, and fun at Levity Live! Thanks to sponsors Axia Home Loans and Guild Mortgage and vendors Synergy One Lending, Wells Fargo Home Mortgage, First American Title, First American Natural Hazard, First American Home Warranty, Movement Mortgage, Salena Bracamontes - State Farm Insurance, Chicago Title, and Ventura County Credit Union. Tickets are available on the VCCAR website.

Then on Thursday, August 23, VCCAR will host the annual Chili Cook-Off from 4:30-6:30 p.m. at Aliso Escrow.

YPN Event Features Tips From Successful REALTORS®

Nearly 50 members learned a wide range of tips from six successful area real estate professionals at the latest YPN Professional Development Series event on July 13 at the VCCAR offices.

The following panelists discussed these topics:

- Ali Abree from RE/MAX Gold Coast Realtors: The joys and near-disasters of flipping homes.
- Antoinette Altman from Antoinette Designs: How to design a home with seamless fusion of function and design.
- April Aubery from Keller Williams West Ventura: Years of knowledge and experience brings great ideas on how to survive in a tough market.
- Davin Carey from Cary & Hanna Tax & Wealth Partners: Where is the economy headed and how to stay ahead of the market.
- Parker Jellison from Berkshire Hathaway HomeServices California Properties: How a new REALTOR® can quickly become successful.



- And Liz Donnelly from RE/MAX Gold Cost: Why she created a real estate team and why the members work so well together.

Thanks to the event's sponsors: Synergy One Lending, loanDepot, CSMC Mortgage, Wells Fargo Home Mortgage, and Fidelity National Home Warranty.

New Staff Member Joins VCCAR



Ashley Glycer has joined VCCAR as the new Executive Assistant and Professional Standards Coordinator. Ashley has worked a number of years within the banking sector with experience in sales, customer service, branch management, mortgage loans, and more. In addition, she holds several licensing credentials for insurance, including home, life, and auto. She brings a track record of providing excellent customer service, strong communication and organizational skills, and project management.

Ashley will work closely with both Association members and the public who need assistance with grievances and arbitrations. In this role she will be responsible for the administration of professional standards processes. Further, she will manage a wide range of administrative- and executive support-related tasks, perform clerical work and business detail to support the Chief Executive Officer, and various administrative tasks as assigned.

Please help us welcome Ashley to the Association and stop by and say hello when you're at the VCCAR offices. 🌱

Why Not Flip to Residential?

Fox & Hounds | July 13

I wasn't surprised by last week's announcement that the Sears store in the Janss Marketplace in Thousand Oaks will soon close. I walked into that store late one weekday afternoon a few months ago and said to my son, "Look at this! There's only half a dozen customers in the entire place." As we walked deeper into the store, I realized I was wrong and it was worse. Those half dozen people were not customers but store clerks. The two of us appeared to be the only patrons. It's not a good look when an entire big box store has fewer customers than a standard pop-up kiosk.

[Read more](#)

Why You Should Never, Ever Let Buyers Take Possession Before Closing

Inman News | July 10

Your buyers are about to close on a vacant house and must be out of their current property no later than the end of the month. There's a delay that will push closing back to the third of the next month. What harm could come of letting the buyers take possession a few days early?

[Read more](#)

Is California's environmental law protecting beauty or blocking affordable housing?

CalMatters | July 5

Redwood City approved more than a year ago the kind of affordable-housing project California desperately needs: a 20-unit building, downtown, near transit lines, in the heart of Silicon Valley, where the state's housing crisis is most severe. The developer was a nonprofit, Habitat for Humanity Greater San Francisco. But today the lot remains vacant, except for a row of portable toilets, a trailer and a dumpster. An attorney who works out of a two-story home behind the lot filed a lawsuit against the project last year, and it has since been stalled.

[Read more](#)

Experts: Virtually All CA Real Estate Transactions Targeted by Hackers

NBC Bay Area | July 2

Real estate professionals and the FBI have a warning for California homebuyers and sellers: You will be targeted by thieves and hackers. NBC Bay Area has been investigating the growing threat of real estate wire fraud and the devastating effects it has on victims. Tens or even hundreds of thousands of dollars can be lost in an instant, and by the time the buyer learns of the scam, it's often too late to recover any money.

[Read more](#)

Prospective Buyers Aren't Afraid of Rising Mortgage Rates: Redfin

Inman News | June 29

Prospective homebuyers aren't being scared away by rising mortgage rates — even if they creep up over 5 percent for a 30-year mortgage — according to a new study from Redfin. Of the more than 1,300 respondents surveyed by the Seattle-based real estate brokerage in May, only 5 percent said they'd call off their home search if rates — which recently climbed to 4.5 percent — hit the 5 percent mark. Conversely, 24 percent said such an increase would have no impact on their search.

[Read more](#)

Housing Costs: When Will They Pay Enough for People to Live Here?

Sacramento Bee | June 27

One of the top issues facing California this year was clear in reader's responses to the launch of our California Influencer series. Over and over again, "affordable housing" appeared in Your Voice, the online tool capturing suggestions for this election-year conversation. One frustrated reader put it simply: "When will they start paying enough for people to afford to live here?"

[Read more](#)

IRS Nixes California's federal tax dodge scheme

CalMatters | June 25

When President Donald Trump signed an overhaul of the federal tax system six months ago, there was much complaining from politicians in California, New York and other high-taxing – and politically blue – states. They particularly disliked a new \$10,000 limit on deductibility of state and local taxes because it would make their taxpayers, particularly the most affluent, feel the full financial effects of high state taxes.

[Read more](#)

Buyers Deflated by Inventory Woes: NAR

RIS Media | June 24

Buyers are holding out hope in peak real estate season, but against the inventory squeeze, their confidence was shaken this spring, according to the National Association of REALTORS® (NAR). The amount of buyers confident in their housing market prospects stalled at 68 percent, according to NAR's Housing Opportunities and Market Experience (HOME) second quarter survey—identical to the first quarter's share, also 68 percent. Their ability to break out has been cut down by severe shortages in supply, and compounded by rising prices.

[Read more](#)



Housing in California Is a Better Value Than You Think

Chapman University | June 22

Working together with a class of undergraduate students, economist and professor Jim Doti, Ph.D., developed a statistical model to rank 39 counties in California according to “most undervalued” and “most overvalued.” (See illustration attached.) Nicknamed “the Amenities Factor,” the model takes into account such statistics as the county’s median income level, the average price of a home, adjacency to the Pacific Ocean, and the climate index. The higher the income level in the county and the nearer to the Pacific Ocean, the more valuable the real estate is.

[Read more](#)

Long-Awaited Apartments Near Ventura Harbor to Begin Leasing Soon

Ventura County Star | June 21

Fifty-six oceanfront apartments will begin leasing later this year as the long-awaited Portside Ventura Harbor project inches closer to completion. The community development project, which is scheduled to be completed in November 2019, will feature 270 apartments, 30 live-work units and 20,000 square feet of retail space and amenities including a public park and promenade. The first string of apartments on the 27-acre property will begin leasing in September.

[Read more](#)

SoCal Home Prices Hit Another Record High

Los Angeles Times | June 21

The Southern California median home price surged 8.2% in May from a year earlier, hitting a new all-time high of \$530,000, according to a report Thursday from CoreLogic. The sharp gain in the median sales price was partly driven by a lack of supply: the number of sales across the six-county region fell 3.4% from a year earlier. Along with historically low mortgage rates and an improving economy, the shortage of homes for sale has sent prices up for more than six straight years.

[Read more](#)

Why Home Prices Have Nowhere to Go But Up

Wall Street Journal | June 20

There are a lot of people who would like to buy a house, and plenty of them can afford to. Finding a house to buy? That is another issue. Home sales have been less than brisk this year. On Wednesday, the National Association of Realtors reported that 5.43 million existing, or previously owned, homes were sold in May, at a seasonally adjusted, annual rate, compared with 5.6 million a year earlier. Year to date, sales are running 2% below last year’s pace. That is a somewhat surprising development considering the strong jobs market that is driving up household incomes.

[Read more](#)

Will Stronger Rent Control Spread Across California?

Sacramento Bee | June 18

California voters are set to vote this November on an initiative that would allow California cities and counties to adopt stronger rent control laws, which limit how much landlords are allowed to raise rents each year.

[Read more](#)

Fillmore Council Nixes Condos Near Downtown Core

Ventura County Star | June 14

The Fillmore City Council rejected a proposal Tuesday for a 22-unit condominium complex on Main Street, telling the property owner that the building would be too big for a property that’s just a few blocks from the downtown core of Central Avenue. “I like this project. I just do not like it there,” Councilman Tim Holmgren said shortly before the council voted 5-0 to reject the proposal.

[Read more](#)

Top 10 Threats to Real Estate in 2019

REALTOR® Magazine | June 14

Rising interest rates and the economy are the top two current issues to watch in real estate, according to the Counselors of Real Estate’s Top Ten Issues Affecting Real Estate 2018-2019, a list of the biggest threats to the housing market. For the first time, CRE broke its annual list down into current and longer-term issues to watch during the industry’s next year.

[Read more](#)

Social Media Mistakes to Avoid at All Costs

RIS Media | June 10

The rise of social media in the 21st century has completely changed our lives. It’s the perfect combination of salty and sweet; such a necessary evil. And of course, social media comes with a plethora of mistakes to go with it. Please, avoid these slip-ups! Trash talk other agents or brokerages: If agents think the best marketing play is pointing their fingers at how bad someone else is to make them look good, it means they’re probably not a very good agent. Let your record of superior client satisfaction and your impeccable real estate skills speak for themselves. 🌱

[Read more](#)

Leadership Academy Hailed as Great Success

Participants, VCCAR volunteers, and staff agreed program's first year exceeded expectations

By John Frith

VCCAR Editor and PR Consultant

If the reactions of the eight members of VCCAR's inaugural Leadership Academy are any indication, the program was an unqualified success both in terms of what participants got out of it and the long-term benefits to the Association.

Eight members – seven REALTORS® and an affiliate member – participated in the nine-week class earlier this year, which covered everything from discovering personality types to learning more about how AORs are governed. There was so much great information presented that participants often had a hard time choosing which leadership skill they learned about was the most important.

"I can't even pick a favorite class. They all were great," said Katie Connelly, an agent with Comfort Real Estate Services. When pressed, she said perhaps the most memorable part of the program was the class' trip to Sacramento to participate in the C.A.R. spring meetings and Legislative Day, but she found great value in sessions on time management and how VCCAR is governed as well.

"But just being involved in this group of successful professionals is probably the biggest thing I took away," she added.

A product of the Strategic Plan

VCCAR's Leadership Academy grew out of the work to develop the organization's strategic plan in 2016.

"We are a forward-thinking organization," explained CEO Wyndi Austin. "That became apparent when the Strategic Plan was adopted in December 2016. The Board wanted a



Participants attend VCCAR Board meeting.

leadership development program to prepare for the future and to get members involved in a way that they'll give back to the association and the community.

"If statistics hold true, we will benefit from these graduates, with six or seven of them working on or leading a committee, more than half running for and serving on the Board of Directors, and at least two who will serve as a future President of VCCAR."

A total of 24 people applied to participate – some after some serious prodding from friends and colleagues – and eight were accepted. Besides Connelly, they were

- Vicente Arzate, Century 21 Troop Real Estate
- Ryan Bruns, Berkshire Hathaway HomeServices California Properties
- Thomas Buenger, Buenger Commercial Real Estate
- Dustin Dammeyer, Dammeyer & Associates
- Ashley Glyer, Synergy One Lending
- Lupe Servin, Century 21 Troop Real Estate
- And Kenneth Wallis, Century 21 Troop Real Estate.



Leadership Academy members at C.A.R. Legislative Day. Front row, left to right: Vicente Arzate, Ashley Glyer, and Lupe Servin. Back row, left to right: Dustin Dammeyer, Ken Wallis, Katie Connelly, Ryan Bruns, and Tom Buenger.



Modules chosen to meet VCCAR's needs

Past VCCAR President BJ Ward led the team that researched leadership academies across the country and selected the modules they thought would be the best for VCCAR's needs. The curriculum included personality profiling and teambuilding activities, what makes a good leader, participating in C.A.R.'s Legislative Day and spring meetings, hearing from past presidents and committee chairs about what went right and what could have been done better, personal development and time management, parliamentary procedure and spokesperson training, and a community project.

Lyle Elliott, VCCAR's 2017 President, strongly supported developing the program during his year and said the results exceeded his expectations.

"The first year of a new program you never know for sure what you're going to get, but this group not only learned a lot but they grasped the importance of leadership and decided they wanted to become engaged in the Association," he said. ►



Participants engage in team-building activities, encouraged by Dr. Janet Mills.

Project Brought REALTOR® 'Out of My Shell'

Ryan Bruns said he benefitted personally as well as professionally from being in the Leadership Academy. An admitted introvert, he was volunteered by his classmates to take the lead on their community project – painting a mural at the Dorothy Boswell school in Ventura, which serves students aged 18-22 with moderate to severe disabilities from Ventura and Santa Paula.

"I collaborated with the school's administration to plan and execute it," he said. "It really brought me out of my shell."

The community project was completely developed and executed by the group with no coaching from program chair BJ Ward or CEO Wyndi Austin. Bruns recalled that the class met to discuss what they wanted to do about halfway through the session and decided they wanted to help kids. Program participant Kenneth Wallis, an assistant scoutmaster for Troop 128, mentioned he had two Eagle Scout candidates who were doing service projects there – one painting a mural. The group was immediately intrigued with the idea.

"They asked me what I thought, and I said I had studied education and psychology in college and thought it would be good to do it, and they asked me to take the lead," he said.

The group held a contest for the students to choose what the mural should be, based on what they liked most about living in Ventura County. The winner was a mural of the Channel Islands and the ocean that included whales, dolphins, and people on boats.

Bruns arranged for Troy Palmquist, the founder and broker of The Address Real Estate in Ventura, to pay for the painting materials and the design was scanned and uploaded so it could be projected on the wall. Unfortunately, when they showed up to paint the project on May 30, the projector didn't work so the team members had to draw the outlines freehand, then the students colored them in under supervision. Bruns said it turned out well regardless, and that the Eagle Scout candidate who had the original idea painted the contest runner-up on the same wall.

(Of course, there were many ways to serve in the mural-painting project. Vicente Arzate chuckled when he recalled telling the other team members that he "had no artistic abilities at all. I helped with supplies and supplied breakfast, coffee, and a good laugh to everyone else.")

Austin noted that Bruns' newly found self-confidence also showed at the graduation event on June 13, when as the group's spokesperson he was tasked with following the night's keynote speaker, former C.A.R. President Ziggy Zicarelli, a gifted public speaker.

She said Bruns told the gathering that his first thought was, "How am I going to do this?" but that thanks to the Leadership Academy he was able to reframe it in his mind to "Ziggy is opening for me." Zicarelli later told Austin that he'd always remember that.

“That to me was the critical part of the program. This is a long-term program and I hope it will become larger in the future so we can take more candidates and find additional things to expose them to.”

Participants had to agree to attend every session and for at least the first year the cost of about \$2,000 apiece was covered by the Association.

A lesson in team building

Austin said the team-building session was one of the most interesting. Dr. Janet Mills, a retired professor at Boise State University in Idaho, led the session and told the group to form parallel lines and toss a ball back and forth without dropping it.

“Then she introduced another ball, and it was interesting to see that one person immediately took charge and others chimed in. They ended up with seven balls and it was utter chaos – but they could have ignored the other balls. They were only told to not drop the first one. The lessons were to have balance in your life and to listen to the instructor,” she said.

Arzate, a REALTOR® for nearly 20 years said he thought that session was the most important to him.

“The most important training for me was the personality training, to help us identify the aspects of an individual’s personality to better communicate and understand people. And Dr. Mills did a great job with the teambuilding section to

help us understand the different personalities in a group. You can do more if you understand where other team members are coming from and be more productive.”

‘Be part of the solution’

Arzate said he was thankful to have been chosen because he wants to “be part of the solution and be part of the leadership that guides the organization through the political, technological, and economic difficulties that faces it.”

And several of the participants are already moving to fulfill Austin’s prediction.

“I’m definitely interested in leadership,” Bruns said. “I need to get on a committee and will be attending the Committee Rush in September to check out Government Affairs and YPN, potentially others.”

Connelly, meanwhile – who was repeatedly encouraged by fellow Comfort agents Ward and Sher Heard (both veteran VCCAR leaders) to apply – has already met with Troy Palmquist, next year’s Leadership Development Committee chair, about serving on the panel and promises to encourage other REALTORS® to apply for the program next year.

“I’m already scouting for who I think this would be good for. I’ll encourage them and remind them again and again to actually apply. That push from BJ and Sher was what I needed,” she said. 🌴

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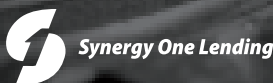
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Area AORs Have Allocated Almost \$290,000 for Disaster Victims

VCCAR volunteers and staff have been working long hours in the past few weeks reviewing applications from victims of the Thomas Fire and Montecito Debris Flow for the disaster assistance program organized by the Association and the Santa Barbara and Ojai AORs.

To date, a total of almost \$290,000 has been allocated to homeowners and renters in Ventura and Santa Barbara counties who were impacted by the devastating wildfire and its aftermath. Of that, people living in VCCAR's service territory have been allocated almost \$160,000, while fire victims in the Ojai area have been allocated about \$16,000 and people affected by fires and the Montecito Debris Flow in Santa Barbara County have been allocated about \$113,000 said VCCAR Government Affairs Director Marta Golding Brown, who has been spearheading the Association's relief efforts.

Brown noted that the large number of pending applications will almost certainly exhaust the full \$650,000 the three AORs were able to obtain in grants from NAR and C.A.R. The three associations are still processing claims, with the goal of getting all the money into the hands of fire and flood victims by the end of August.

"All three AOR boards made it clear that they wanted the funds distributed as quickly as possible to provide immediate assistance to people whose residences were damaged or destroyed," Brown said. "We have made this project our top priority and have been spending long hours to make sure it is run smoothly."

All the funds are being used for direct relief, with the three associations absorbing administrative costs.

The program was publicly unveiled on May 24 and is designed to reimburse a month's mortgage payment or rent – up to \$3,000 – as another way for REALTORS® to respond to the devastation of so many communities, Brown said.

More than 700 homes were destroyed and many more structures damaged by the Thomas Fire, which burned nearly 282,000 acres in December and early January. Torrential rains in late January caused fire-scarred hillsides above Montecito to suddenly give way, causing mudslides that killed 21 people, injured 28 more, and damaged or destroyed more than 380 homes.

Funding from C.A.R.'s Housing Affordability Fund totaling \$150,000 has largely been disbursed to victims already as the three associations have been able to determine eligibility and directly send checks to victims. The funds were restricted, however, to homeowners, first-time buyers, veterans, and people age 55 and above.

The \$500,000 from NAR's Realtor's Relief Foundation is designed to provide housing-related assistance to victims of disasters – homeowners and renters alike – but applications must be reviewed by NAR staff before checks can be cut. Most of the allocations that will be paid out from NAR funds are still being processed but the local and national AORs are working hard to get the money distributed as quickly as possible. 🌍



VCCAR was recognized at a recent meeting of the Ventura County Board of Supervisors for its disaster relief efforts.

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Nine VCCAR Members and Staff Participated in C.A.R.'s WomanUp!

Nine VCCAR members and staff participated in this year's WomanUp! event, sponsored by C.A.R.

The second-annual conference, held June 28-29 in Los Angeles, was aimed at women who already own or lead a real estate brokerage, aspire to do so, or wants to support and empower these women. C.A.R. launched the program because even though the real estate industry is predominantly female, women are underrepresented in leadership positions at both the brokerage and senior management levels.

The goal of C.A.R.'s Women's Initiative is to create a community where mentors and leaders can communicate, collaborate, advocate for, and support one another. Attendees heard from more than 40 speakers who provided their insights on what it takes for women to take leadership roles. 🌱



From left, local participants were Sher Heard, Cindy Diaz-Telly, Merilee Iverson, Terry Ayers, Cami Pinsak, Carolyn Triebold, Erica Olson, Marta Golding Brown, and Janet Dorsey.



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Take Time Today to Respond to National Flood Insurance Call to Action

Time is rapidly running out for Congress to preserve the National Flood Insurance Program. Without immediate action, the program will expire on July 31, denying necessary insurance coverage to homeowners and buyers in more than 20,000 communities nationwide – including parts of Ventura County.

NAR is working to reauthorize and gradually strengthen the program (NFIP) so it is sustainable over the long run; encouraging the development of private market options to offer comparable flood insurance coverage at lower cost; providing federal assistance to high-risk property owners, including guaranteed loans, grants and buyouts in order to build to higher standards and keep insurance rates affordable; more granularly price NFIP policies to better reflect the property's specific risk; and improve flood map accuracy so fewer property owners have to file expensive appeals.

NAR asks all members to contact their representative and senators to urge them to promptly extend the program and pass meaningful reforms to ensure the long-term viability of the program. You can do so [online here](#) or you can text NFIP to 30644 to respond to the Call for Action from your phone.

C.A.R. Moves Ahead With Property Tax Fairness Initiative

C.A.R. is moving ahead with an initiative on the November ballot to address California's unprecedented housing supply crisis and increase homeownership opportunities for Californians. Known as the Property Tax Fairness Initiative, the initiative would remove the "moving penalty" for seniors 55 and older, the disabled, and victims of natural disasters, allowing them to carry their current Proposition 13-protected property tax assessment level to another home of any price, anywhere in the state, any number of times.



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It does not appear that efforts to pursue a legislative alternative and thus avoid the expense of a statewide campaign will be successful, so C.A.R. has decided to keep the current initiative on the November 2018 ballot and file a revised initiative with the Attorney General for preparation of title and summary for the November 2020 ballot. This option will allow C.A.R. to pursue its objective on several fronts.

As 2018 President Steve White recently wrote, "C.A.R.'s resolve on this issue is firm. C.A.R. is committed to winning at the ballot box this November, achieving a legislative alternative, or winning in November 2020. REALTOR® investment of time and resources as part of this grassroots effort will benefit clients, homeownership, and California.

"We are confident that we will ultimately be successful gaining voter approval of the Property Tax Fairness Initiative. Thank you for all that you do for our industry. Working together, we are making a difference."

Oxnard Safe Homes Safe Families Program

The Oxnard City Council will hold a hearing on Tuesday to consider the revised Safe Home Safe Families Repeat Offender Program. Based on VCCAR input, the city staff has revised the proposal from a broad rental inspection program to a repeat offender program that focuses on existing problem properties and owners, with the goal of eliminating substandard housing.

As now proposed, owners and property managers with three or more confirmed violations within three years will automatically be enrolled in the program. The city has identified about 325 owners and 550 locations that could be affected due to ongoing serious violations.

The Council is expected to formally approve the new program on August 24.

Ventura Inclusionary Housing Study

The City of Ventura is continuing work on in-lieu and commercial linkage fee studies to fund affordable housing. Consultants are preparing studies about proposals to impose fees on new commercial uses to fund affordable housing demand stemming from those projects, as well as an in-lieu fee for new residential construction. VCCAR is participating in the process, which is expected to lead to a proposal for the Planning Commission and City Council by this winter.

The city this month is also beginning a three-year update to the city's general plan and housing element. VCCAR will be actively involved in the process.

Santa Paula Updating General Plan

Santa Paula is also launching its general plan and housing element update. As with Ventura, VCCAR will be actively involved in the process. 🌱

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NEW MEMBERS



17 New REALTORS® Join VCCAR in June

A total of 17 new REALTORS® completed their new member orientation in June and received their pins from Matt Capritto, 2018 president of the Ventura County Coastal Association of REALTORS®.

Front row, from left: Alejandra Coronado, Keller Williams West Ventura County; Deborah Hammons, MC Real Estate Services; Jennifer Lacbain, Redfin; and Sai Zhang, Real Estate eBroker.

Middle row: Jennifer San Juan, Lotus Real Estate Group; Hildegard Tallent; Michelle Maple, Hadley-Brooks Realty; J. Pat Kearney, RE/MAX Gold Coast; Shawna Aragon, Beach View Real Estate; Rajeshwari Bishnoi, Keller Williams West Ventura County;

Anthony Robles, Realty ONE Group Summit; Nicholas Saldana, Realty ONE Group Summit; and VCCAR instructor Sher Heard.

Back row: VCCAR President Matt Capritto; Anthony MacIsaac, Anthony S. MacIsaac Inc.; Dave White; RE/MAX Gold Coast; Ken Duncan, Joe Kapp Real Estate; David Leong, Century 21 Troop Real Estate; Lester Cook, Lester Cook Real Estate; Frank Yousefi, Frank Yousefi Real Estate Broker; and Martin Robles, Realty ONE Group Summit. (Note: Tallent and Cook are MLS subscribers.) 🌱

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HOUSING STATISTICS

As a reminder, Ventura County Coastal is using data from RPR – Realtors Property Resource – to compile its monthly housing statistics. RPR is a free resource available to all REALTORS® from NAR and Ventura County Regional Data Share that allows you to create customized market reports and data on your desktop or your mobile device. To create your account or to learn more, visit www.narrpr.com.

County Listings, Sales Fall Sharply in June

The number of active listings in Ventura County continued to plummet in June, dropping to just 1,935 at the end of the month, a 17.9 percent decline from a year ago. The sliver of good news is that was actually a 0.9 percent increase from the number of listings at the end of May, according to data from the Ventura County Regional Data Share MLS and Realtors Property Resource.

The shortage of properties on the market also drove prices higher, as the median sales price climbed to \$620,000, up 7 percent from a year ago and up 2.5 percent from May. Median listing prices rose even higher, to \$679,900, up 9.8 percent from last year but even with May's figure.

C.A.R. Senior Economist Jordan Levine said the problem continues to be supply and demand.

"Despite tight inventory and rising interest rates, the demand for housing continues to outstrip the available supply, which pushed prices in Ventura County higher in June at a robust pace," he said.

The volume of new listings also continued to drop in June, down 10.1 percent from last year's figure to 938. That's also down 4.6 percent from May. The median listing price per square foot, meanwhile, hit \$366, up 7 percent from 2017 and even with the figure in May.

Based on the pace of home sales, there was just 2.96 months of inventory available for sale at the end of the month, down 14.8 percent from the same month last year and down 10.6 percent from May.

While sale prices rose, the number of sales continue to fall. There were just 636 closed sales during the month, a drop of 20.7 percent from June 2017 and down 2.6 percent from May. The number of pending sales at the end of the month was 351, down 15.4 percent from 2017 and down 4.6 percent from May.

And the median sales price per square foot rose to \$363, up 4.3 percent from the prior year and up 2.8 percent from May. 🌱



Market Data Report

VCCAR Report

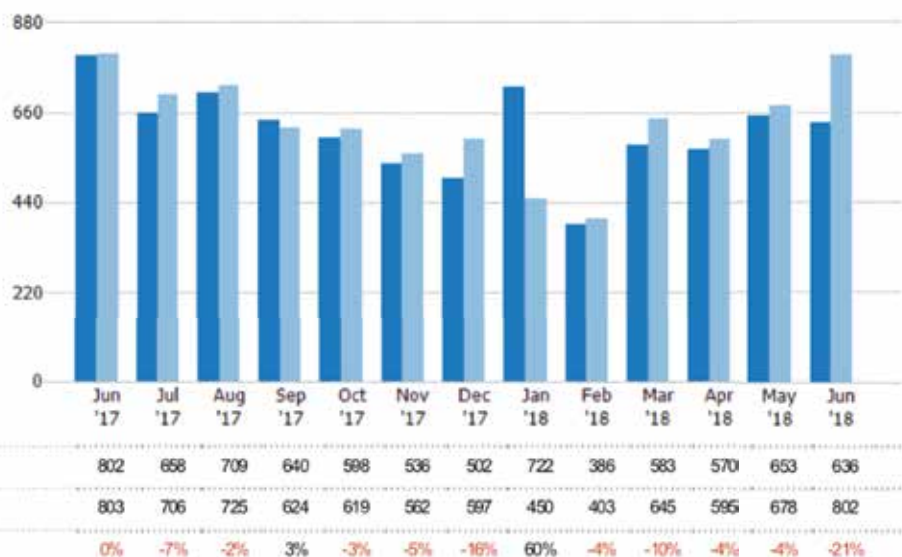
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

State: CA
County: Ventura County, California
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jun '18	636	-20.7%
Jun '17	802	-0.1%
Jun '16	803	-4.2%





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Wyndi Austin

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A great benefit of your VCCAR membership is that you have access to Realtors Property Resource (RPR), a comprehensive data research, reporting, and analytical tool created and operated by NAR and available to all members at no cost.

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There are several report customizations you'll want to know about. You can add custom pages, showcase your biography, testimonials, and marketing capabilities through a simple PDF upload, and add notes and photos using a smartphone.

Starting with the RPR app, you can snap photos of a property or dictate notes and then include all in your RPR reports. Notes created within the RPR app sync with the RPR desktop, allowing you to have access to your records from your cell phone, desktop or laptop computers.

You can customize the report cover photo, use one of your photos as the cover page of your next RPR Property or Seller's report, and choose what to include in your reports

One of the most frequently used report customizations is the ability to hide page elements from a report. If you're not sure what a particular item represents, hover your mouse over the blue information icon to the right and you will see a quick preview of the section.

RPR can be an invaluable tool, and I hope you'll take a look at the system and its capabilities if you haven't already. 🌱

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VENTURA COUNTY COASTAL
ASSOCIATION OF REALTORS®

Join Us For

VCCAR 12TH ANNUAL EVENT

CHILI COOK-OFF

THURSDAY
AUGUST 23
4:30PM – 6:30PM

Aliso Escrow
4522 Market St
Ventura

THIS EVENT IS BROUGHT TO YOU BY THE VCCAR AFFILIATE COMMITTEE

Join the Events!

- Chili Tasting & Judging
- Prizes Awarded to Chili Participants
- Enjoy the variety of Chili Samples
- Drinks! Plus Beer & Wine
- Prizes for Best Booth & People's Choice

TICKET
\$5

VCCAR MEMBERS - ONLY EVENT

GET YOUR TICKET TODAY!

CALLING ALL COOKS & SPONSORS

FOR MORE INFORMATION GO TO:

vcrealtors.com/chili

TASTE THE HEAT & VOTE FOR THE BEST

A PORTION OF THE PROCEEDS BENEFIT THE VETERAN'S HOME OF CALIFORNIA – VENTURA AND HABITAT FOR HUMANITY OF VENTURA COUNTY